Message Text

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PAGE 01 NEW DE 10107 180916Z ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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P R 180904Z JUL 77 FM AMEMBASSY NEW DELHI TO SECSTATE WASHDC PRIORITY 4769 INFO USDOC WASHDC

LIMITED OFFICIAL USE NEW DELHI 10107

EO 11652: NA

TAGS: EINV, BTRV, US, IN

SUBJ: WESTINGHOUSE GAS TURBINE BIDS

REF: STATE 165774

- 1. COMMERCIAL COUNSELOR HAS BEEN IN TOUCH SEVERAL TIMES IN THE LAST FEW DAYS WITH SECRETARY FOR HEAVY INDUSTRY V. KRISHNAMURTHY AND DR SHARAN OF BHARAT HEAVY ELECTRICALS, LTD, CONCERNING WESTINGHOUSE GAS TURBINE BID, AS WELL AS WITH ESCORTS, THE LOCAL AGENT FOR WESTINGHOUSE.
- 2. THE LATEST NEWS WE HAVE JUST RECEIVED FROM ESCORTS IS THAT, RATHER THAN A SUDDEN REVERSAL IN GOI POSITION, THE WESTINGHOUSE BIDS FOR BOTH ASSAM AND KARNATAKA WILL BE ACCEPTED. THIS GOI ACTION IN TURN MEETS WESTINGHOUSE CONDITIONS FOR TECHBICAL COOPERATION WITH BHEL. ONLY STICKING POINT ACCORDING TO ESCORTS HEREXCLUSIVITY PROVISION (UNDER WHICH WESTINGHOUSE WOULD NOT GIVE TECHNICAL COOPERATION IF BHEL COMPLETED SIMILAR AGREEMENT WITH ANOTHER COMPETING FIRM). WESTINGHOUSE, THROUGH ESCORTS, WILL NOW WITHDRAW EXCLUSIVITY CLAUSE, THUS PAVING WAY FOR WESTINGHOUSE --BHEL TECHNICAL COLLABORATION AGREEMENT FOR WHICH LIMITED OFFICIAL USE

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PAGE 02 NEW DE 10107 180916Z

WESTINGHOUSE APPEARS VERY KEEN.

3. EMBASSY COOPERATING CLOSELY WITH ESCORTS HERE IN RELATIONS WITH GOI AND BHEL. GOHEEN

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Message Attributes

Automatic Decaptioning: X

Capture Date: 01-Jan-1994 12:00:00 am Channel Indicators: n/a

Current Classification: UNCLASSIFIED

Concepts: PROPOSALS (BID), INDUSTRIAL INVESTMENTS

Control Number: n/a

Copy: SINGLE Sent Date: 18-Jul-1977 12:00:00 am Decaption Date: 01-Jan-1960 12:00:00 am

Decaption Note: Disposition Action: RELEASED Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW

Disposition Date: 22 May 2009 Disposition Event: Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977NEWDE10107
Document Source: Concurrent Unique ID: 00

Document Unique ID: 00 Drafter: n/a

Enclosure: n/a Executive Order: N/A Errors: N/A

Expiration: Film Number: D770254-0832 Format: TEL From: NEW DELHI Handling Restrictions: n/a

Image Path: ISecure: 1

Legacy Key: link1977/newtext/t19770745/aaaabmwc.tel

Line Count: 60 Litigation Code IDs: Litigation Codes:

Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: e2761d68-c288-dd11-92da-001cc4696bcc

Office: ACTION NEA

Original Classification: LIMITED OFFICIAL USE Original Handling Restrictions: n/a Original Previous Classification: n/a Original Previous Handling Restrictions: n/a

Page Count: 2
Previous Channel Indicators: n/a

Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a

Reference: 77 STĂTE 165774

Retention: 0

Review Action: RELEASED, APPROVED Review Content Flags: Review Date: 07-Apr-2005 12:00:00 am

Review Event: Review Exemptions: n/a **Review Media Identifier:** Review Release Date: n/a Review Release Event: n/a **Review Transfer Date:** Review Withdrawn Fields: n/a

SAS ID: 1824548 Secure: OPEN Status: NATIVE

Subject: WESTINGHOUSE GAS TURBINE BIDS

TAGS: EINV, BPRO, US, IN

To: STATE Type: TE

vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/e2761d68-c288-dd11-92da-001cc4696bcc

Review Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

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